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SCUME

NGHO CORPORÁTION ELECTRIC



FRIENDSHIP INTERNATIONAL AIRPORT BALTIMORE, MD.

21 December 1956

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Subject: Terrain Avoidance Proposal

Reference: AAN-30342



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In connection with the work proposed in our proposal approxifor Terrain Avoidance Systems presented to mately one month ago, Westinghouse proposes the following items of work:

- Study phase to result in detailed specifications Item (1) of the Terrain Avoidance Equipment.
- Item (2) Develop, fabricate and perform roof top tests of a breadboard model.
- Item (3) Fabricate one developmental flyable model.
- Item (4) Flight test of breadboard model fabricated under Item 2.

Delivery is quoted as follows:

- Item (1) One month after go ahead.
- Item (2) Eight and one-half months after go ahead.
- Item (3) Thirteen months after go ahead.
- Item (4) Concurrent with Item (2).

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The delivery of Items (2) and (3) is predicated on no delay being incurred in the approval of the detailed

specifications developed under Item (1).

Item (4) is proposed as optional additional testing of the breadboard model. If the flight tests are not procured, additional roof top tests will be performed such that the overall delivery of Item (2) will be in eight and one-half months after go ahead regardless of whether flight tests are included.

The proposal for Item (4) is based on bailment of the B-17G aircraft now assigned to Contract AF33(616)3248. It is to be noted that this aircraft has been modified under the referenced Air Force contract for flight test of a Terrain Avoidance System similar to the one herein proposed. Relatively little aircraft modification would therefore be required. Bailment of this aircraft to this proposed program is requested by March 1957 for a period of six (6) months. In addition, it is proposed that the Government will furnish the gasoline and oil supplies required; it is estimated this flight test program will require 12,500 gallons of gasoline and 50 gallons of lubricating oil.

Item (4) includes the maintenance of the bailed aircraft for the six month period required, installation of the breadboard system, and services and materials required for a forty hour flight test program. Upon completion of the flight test program Westinghouse proposes to restore the aircraft only to the extent necessary to satisfy flight safety requirements following removal of the breadboard equipment.

For this effort, a fixed price quotation, subject to redetermination, as outlined in Contract FL-3011, of \$632,944 is submitted. This quotation includes profit based on 7% of the estimated cost. Considering the nature of the work involved, it is proposed that redetermination be planned upon completion of Item 2. It is acceptable to include this work as an amendment to Contract FL-3011.

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Sincere	ely,	
Sales	Engineer	

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(3.21	MAL - This analysis includes:	Descri	ntion
		Terra	in Avoidance System
	/ Entire Contract Item No.	1 - S	tudy
	C.O. or Nog. No.AAN-30342 Contrac		4
ghage or the Spinison with			and the state of t
A	Direct Cost		Dollar Amount
	(1) Direct Material	\$	525
	(2) Model Shop Labor	·*	
	(3) Model Shop Overhead (% of Item 2)		
	(h) Engineering Labor 1,200 hrs @ 3.70	•	4,440
	(5) Engineering Overhead (63.9% of Item 1:)		2,837
	(6) Drafting Labor	•	
	(7) Drafting Overhead (
	(8) Other Items of Direct Cost (Specify)	•	and a second deposition of the second depositi
	(9) Subtotal - Itoms of Direct Cost	8 _	7,802
B.	General and Administrative Expense		
	(<u>12.6</u> % of Item A (9)		983
¢.	Estimaved	•	8,785
D.	Profit (7.0 % of Itom 0)	•	615
E.	Other Contract Parl'ormance Cost	•	and the second second section of the second
	Total Estimated Cost, including Profit Pro	2	9,400
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1.	x Estimated cost for bld	Terrain	1 Avoidance System
	/ Entire Contract Item No.	2 - Br	eadboard Model
	X G.O. or Nog. No.AAN-30342 Contrac		A contract of the contract of
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Λ	Direct Cost	•	Dollar Amount
	(1) Direct Material	\$	61,950
	(2) Model Shop Labor 4,000 hrs @ 2.52		10,080
	(3) Model Shop Overhead (105.8% of Item 2)		10,665
	(h) Engineering Labor13,400 hrs @ 3.33	p	44,622
	(5) Engineering Overhead (63.4 % of Item 4)		28,290
	(6) Drafting Labor	••••	
	(7) Drafting Overhead (18 of Item 6)	بعدو	
	(8) Other Items of Direct Cost (Specify)		
	(9) Subtotal - Itoms of Direct Cost	\$	155,607
В.	Conoral and Administrativo Expense		
	(12.6 % of Item A (9)		19,606
C.	Estimated		175,213
D.	Profit For Itom 0)	-	12,265
E.	Other Contract Parlermance Copt		
	Total Estimated Cost, including Fixed Ex	x) (8) (22)	187,478
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GENERAL - This analysis includes:	Description
1. Estimated cost for bld	Terrain Avoidance System
2 Entire Contract Item No	o. 3 - Flyable Developmental Model
3 C.O. or Nog. NoAAN-30342 Contro	,
A Direct Cost Cost Cost AMAIXS:	Dollar Ameunt
(1) Diroct Material	\$ 65,100
(2) Model Shop Labor 8,000 hrs @ 2.52	20,160
(3) Model Shop Overhead (105.8% of Item 2)	
(li) Engineering Labor 22,400 hrs @ 3.40	76,160
(5) Engineering Overhead (63.5% of Item 4)	
(6) Drafting Labor 8,800 hrs @ 2.50	22,000
(7) Drafting Overhead (58.8% of Item 6)	12,936
(8) Other Items of Direct Cost (Specify)	**************************************
(9) Subtotal - Itoms of Direct Cost	\$ 266,047
B. Coneral and Administrative Expense	
(<u>12.6</u> % of Item A (9)	33,522
C. Estimated	299,569
D. Profit (7.0 % of Item C)	20,970
E. Other Contract Parformance Cost	aleman all and a second and a s
Total Estimated Cost, including Frosit	320,539
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Onto December 19, 1956	y
	- Sales Dept.

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Engineering Labor 13,800 hrs @ 2. Engineering Overhead (127.0% of Drafting Labor	.86	-		
Engineering Overhead (127.0% of Drafting Labor			39,468	
Drafting Labor	Itom k)		and the second s	
		***	50,124	
Drafting Overhead (•		
	nı 6)	-	manufatha pagasan	
Other Items of Direct Cost (Spec	ity)	Bann		
Subtotal - Itoms of Direct Cost		\$	95,887	~~~~
al and Administrative Expense				
6 % of Item A (9)		*******	12,082	
aved		****	107,969	halis mada magan habaya, atawa iliya ka
tom (7.0 % of Itom 0)		***	7,558	i ma ^{ngg} andinggadang ayang ayang ayang mananatan harakilin ing
· Contract Parl'ormanca Cost			and the second s	Marietaga gagangangangan kabandan kabandan kabandan kabandan kabandan kabandan kabandan kabandan kabandan kaba
Total Estimated Cost, includings	Profit	O	115,527	di di lihakhekanananan di arak di bihi i kishi - ha a i sak di
. ()	5 % of Item A (9) red towa (7.0 % of Item 0) Contract Parformance Cost Potal Estimated Cost, includings	of Item A (9) red to (7.0 % of Item 0) Contract Parlarmanca Cost Potal Estimated Cost, including Profit	6 % of Item A (9) red t (7.0 % of Item 0) Contract Parlammanca Cont	12,082 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969 107,969

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